

Information Technology Expertise

The ongoing evolution of the information technology arena provides challenges in achieving long-term profitable results. With an in-depth understanding of the dynamics in this environment, Focus Management Group can help any company with an IT component avoid critical mistakes in strategy, cost and quality.

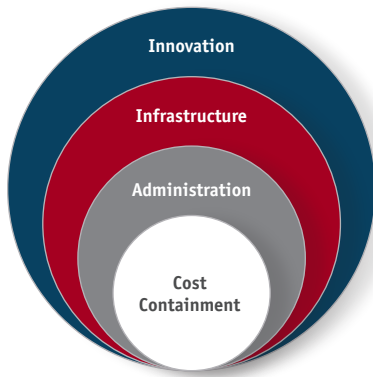
IT Service Offerings

Focus Management Group has extensive experience in every aspect of information technology. We offer the following services to our IT clients:

- Cost Control
- Acquisition Due Diligence
- IT Integration
- Interim CIO Management
- IT Assessment
- Technology Strategy
- Compliance Remediation
- Change-in-Control Planning
- Project Development & Implementation
- Project Portfolio Management
- IT Turnaround
- New Technology Evaluation

The Focus Technology Success Strategy

Focus offers a comprehensive Technology Success Strategy incorporating 14 major tactics of recovery, management and capital preservation. Our strategy assesses strategic risks and objectives across the enterprise, links strategic objectives with enterprise risks, minimize loss and enhance the decision-making process.



14 Major Tactics of Recovery

- | Innovation | Infrastructure | Administration |
|-----------------|----------------|---------------------|
| 1. Architecture | 1. Data-Center | 1. Organization |
| 2. Mobility | 2. Network | 2. Security |
| 3. Desktop | 3. Systems | 3. Compliance |
| 4. R&D | 4. Voice | 4. Cost Containment |
| 5. Information | 5. Internet | |

Signature Engagement using the Focus Technology Success Strategy



A financial services company needed to reduce costs, increase customer acceptance rates and introduce new products into the financial sales channel to maintain current profit levels. The Company's IT function was 15% over budget at the time of the engagement.

- A Focus professional was engaged to perform a complete revitalization of the Company's technology systems.
- Our professional used the Focus **Technology Success Strategy** to implement impactful cost containment with innovation across all aspects of the Company's IT systems.

- Restructured the IT department to facilitate cost reductions and processes.
- Introduced testing and maintenance roles, reducing contract rates by 15%.
- Re-wrote applications and integrated off-the-shelf solutions to keep costs low and delivery fast.
- Moved the data-center to a facility with better infrastructure and compliance.
- Utilized a virtualization strategy to reduce costs for power, space and licensing.
- Centralized storage for speed in accessing information and disaster recovery.

- The Company's IT functions finished the year 10% under budget.
- New products were successfully introduced into the sales channel.
- While loan volumes crashed 70% around the country, revenues were maintained.
- New sales channels were provided with improved payment systems and analytics.
- All compliance requirements were met.
- The new system has maintained 100% up-time since its new implementation.